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GREAT INDUSTRY IS BROOM-MAKING

(Continued From First Page.)

received a letter from a friend in a fine little Virginia town not over a hundred miles from Richmond, which reads, in part, as follows: "Mr. — and myself are trying to contract with a number of our nearby farmers to grow broom corn this summer so as to supply us with the necessary stock for manufacturing brooms here next fall and winter. We should think there ought to be good profits in broom making at the present prices for brooms. Therefore, knowing that you are always ready to help a fellow out with industrial information, which is abundant with you, we are writing for any suggestions that you may make, such as name and address of makers of necessary machinery, points on the culture of the corn, etc."

This friend will be furnished promptly with all of the broom and broom corn data now on tap at this fountain-head of industrial and agricultural information, and for the benefit of any farmer or other person who desires to get posted on the subject of the cultivation of the corn let me say that the United States Department of Agriculture will furnish on application a bulletin containing all of the desired information. The latest I have seen is Farmers' Bulletin No. 174, which, although several years old, contains twenty-nine pages of interesting reading matter concerning broom corn. If the government has not issued a later one this bulletin can be had for the asking, and it is certainly worth a great deal more than that for the general information it contains.

Co-operation is the thing. I will make just one quotation from Bulletin No. 174. It says: "In well-adapted regions there is a good profit in growing broom corn, and the secret of success lies in the knowledge of the grower possesses of the best grades of brush, how to produce the best grade, and how to dispose of it. Growers should become acquainted with broom manufacturers and the quality of brush they prefer, and arrange to sell directly to them as far as possible. To secure the greatest profits the business must be conducted in the best and most economical manner and quite extensively. But it will seldom be advisable for a farmer depending upon the products of his farm to plant more than a quarter of it to broom corn, especially if the crop is to be sold in open market."

It would seem from the above that my friend who has written for information has already guessed the right way to go at the business, for his first thought appears to have been concern of action and a definite understanding between the broom corn grower and the broom manufacturer. I believe a broom factory to use all the material that can be grown in the

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